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POSTAL RATE COMMICSION OFFICE OF THE SECRETARY

#### BEFORE THE POSTAL RATE COMMISSION WASHINGTON, D.C. 20268-0001

POSTAL RATE AND FEE CHANGES, 2000 Docket No. R2000-1

DIRECT TESTIMONY
OF
HERBERT B. HUNTER III
ON BEHALF OF THE
UNITED STATES POSTAL SERVICE

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## LIST OF LIBRARY REFERENCES

## Supporting Library References:

USPS-LR-I-25	Bulk Mail Revenue, Pieces, and Weight System (BRPW), Computer System Documentation
USPS-LR-I-26	Bulk Mail Revenue, Pieces, and Weight System (BRPW), Statistical System Documentation
USPS-LR-I-28	Bulk Mail Revenue, Pieces, and Weight System (BRPW), Variance Estimation Program Documentation

## DIRECT TESTIMONY OF HERBERT B. HUNTER III

#### AUTOBIOGRAPHICAL SKETCH

My name is Herbert B. Hunter III. I am an Operations Research Analyst for the U.S. Postal Service at its Headquarters in Washington, D.C. I began my career with the Postal Service in 1972 and have been employed in Finance at Headquarters since 1983.

In my present position in the Revenue, Volume & Performance Measurement office, and in my previous positions at Headquarters as a Senior Mathematical Statistician, Operations Research Analyst, and Statistician in the Office of Revenue and Cost Systems, my responsibilities have included the design, development and oversight of statistical surveys and data reporting systems to provide or improve the Postal Service's measures of Revenue, Pieces and Weight (RPW) System volumes and service performance. I provided technical support to Postal Service cost, roll forward and volume model witnesses in Docket Nos. R84-1, R87-1, R90-1, R94-1 and R97-1. I was a volumes witness for the Postal Service in Docket No. MC96-2.

I received a Bachelor of Science degree in mathematics from George Mason University in Virginia in 1984. My education includes additional graduate courses in applied statistics at George Mason University and at George Washington University in Washington, D.C. I am a member of the American Statistical Association.

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#### I. PURPOSE AND SCOPE OF TESTIMONY

The purpose of my testimony is to provide estimates of revenue, volume and weight totals for the major categories of mail captured under the Bulk Mail Revenue, Pieces and Weight System (BRPW) for the Fiscal Year (FY) 1998 period. My testimony together with that of Witness Pafford, which covers estimates generated under the Domestic Revenue, Pieces and Weight System (DRPW), completely determine the revenue, volume and weight (RPW) estimates for the base year underlying the Postal Service's request. My testimony covers the general design of the BRPW and includes estimates of statistical reliability for the major categories of mail shown in my tables.

My testimony is divided into three sections: the first section provides an overview of the RPW estimation process; the second section describes the BRPW itself; and the third section describes how revenue, volume and weight estimates are prepared. The estimates of RPW totals and their estimates of relative precision are shown in Tables 1-3. Library Reference USPS-LR-I-25 updates the BRPW computer system documentation, source code listings and machine-readable code previously provided in Library Reference USPS-LR-H-42/R97-1. Library Reference USPS-LR-I-26 updates the BRPW statistical system documentation and postage statement forms previously provided in Library Reference USPS-LR-H-89/R97-1. Library Reference USPS-LR-I-28 updates the BRPW variance estimation documentation, source code listing and machine-readable code, previously provided in Library Reference USPS-LR-H-177/R97-1.

#### II. ESTIMATION OF REVENUE, VOLUME AND WEIGHT

The Postal Service's postage revenue accounting system contains several accounts that are associated with specific classes or subclasses of mail. However, most general postage revenue accounts do not correspond exactly with specific mail categories. Additionally, the revenue accounting system does not provide the necessary volume information. As a result, the Postal Service supplements its revenue accounting information with statistical data obtained from two systems: the probability-based sampling system known as DRPW, and the revenue account and postage statement-based system known as BRPW. My testimony discusses the BRPW, while witness Pafford's testimony USPS-T-4 discusses the DRPW.

#### III. BULK MAIL REVENUE, PIECES AND WEIGHT SYSTEM (BRPW)

The BRPW provides estimates of revenue and volume totals where bulk mail categories correspond to the Postal Service's revenue accounting system. The BRPW also generates estimates for the bulk mail categories for which revenue and volume data from source postage statements are available. Under the BRPW, total revenue and volume are estimated for the bulk mail categories of First-Class Mail, permit imprint Priority Mail, Periodicals, Standard Mail (A), and permit imprint Parcel Post and Bound Printed Matter. The following AIC (Account Identifier Code) subaccounts from the revenue accounting system are used in the BRPW: AIC 121 for permit imprint First-Class Mail and Priority Mail, AIC 135 for Periodicals, AIC 125 and AIC 130 for permit imprint Standard Mail A, and AIC 131 for permit imprint.

Bound Printed Matter. Because these revenue accounts do not provide rate 1 category detail or volume information, and they do not represent all mail categories 2 comprising all bulk mail, the BRPW also utilizes mailpiece information obtained from 3 postage statements gathered from an ongoing panel of post offices comprised of 4 automated bulk mail entry offices under the PERMIT SYSTEM and a supplemental 5 stratified random sample of non-automated post offices. The PERMIT System is 6 7 documented in Library References USPS-LR-I-44 through USPS-LR-I-48. Revenue 8 and volume data from the following postage statement series are captured in the BRPW for the FY 1998 period: PS Form 3600 (First-Class Mail), PS Form 9 10 3541(Periodicals), PS Form 3602 (Standard Mail A), and PS Form 3605 (Standard 11 Mail B and Priority Mail). A copy of each type of postage statement captured in the BRPW is found in Appendix A of Library Reference USPS-LR-I-26. 12 13 For the bulk mail categories of First-Class Mail, Periodicals and Standard Mail (A), the BRPW's estimates of total revenue and volume comprise the Postal 14 Service's final estimates for the constituent rate categories. For the remaining bulk 15 16 mail categories comprised of Priority Mail, Parcel Post and Bound Printed Matter, for 17 which some revenue falls in the general postage revenue accounts, the BRPW 18 estimates the permit imprint indicia component and its constituent rate categories, 19 while the Domestic Revenue, Pieces and Weight System (DRPW) estimates the 20 total revenue and volume for the postage affixed component and its constituent rate 21 categories.

Each Postal Quarter (PQ), the BRPW panel postage statement data and the revenue account information are combined to produce the estimates of total revenue and volume. The Postal Quarter estimates are in turn combined and adjusted to produce Government Fiscal Year (GFY) based estimates. A description of the BRPW sample design and data reporting procedures is contained in Library Reference USPS-LR-I-26.

#### IV. PREPARATION OF REVENUE, PIECES AND WEIGHT ESTIMATES

Fiscal Year 1998 BRPW and DRPW estimates are combined with other data in the RPW Adjustment System to produce estimates of revenue and volume for all categories of mail. The RPW Adjustment System is documented in Library Reference USPS-LR-I-30. Because the Postal Service's statistical information systems are based on a Postal Fiscal Year (PFY) and not a Government Fiscal Year (GFY), a final adjustment is required. For Fiscal Year 1998, GFY estimates of total revenue, volume and weight for the major categories of mail are shown in Tables 1-3. Estimates of the coefficient of variation (c.v.), expressed as a percentage, along with the estimated upper and lower 95% confidence limits, are also shown. For each mail category, the tables identify the source of the estimate: BRPW, DRPW or combined systems. For example, the estimate of Standard Mail (B) Bound Printed Matter total volume is obtained by combining the estimate of bulk permit imprint total volume from the BRPW with the estimate of bulk postage affixed total volume from

- the DRPW and residual official mail (U.S. government agency and congressional
- 2 franked mail).

TABLE 1
FISCAL YEAR 1998 REVENUE ESTIMATES
AND ASSOCIATED CONFIDENCE LIMITS

SERVICE CATEGORY	REVENUE	C.V. <u>4/</u> OF ESTIMATE		CONFIDENCE
SERVICE CATEGORT	(\$1,000s)	PERCENT	LIMIT 6/	LIMIT 6/
FIRST-CLASS MAIL:				
SINGLE-PIECE LETTERS, FLATS, AND IPPS 2/	21,807,405	0.28	21,687,726	21,927,084
NONAUTO PRESORT LETTERS, FLATS, AND IPPS 1/	1,542,425			
AUTO PRESORT LETTERS AND FLATS 1/	9,035,064			9,061,628
AUTO CARRIER ROUTE PRESORT LETTERS 1/	305,949			
SINGLE-PIECE CARDS 2/	612,924	1.52	594,664	
NONAUTO PRESORT MAILING CARDS 1/	99,659	4.95	89,990	109,328
AUTO PRESORT CARDS 1/	287,143	1.23	280,220	294,065
AUTO CARRIER ROUTE PRESORT CARDS 3/	20,877	0.97	20,481	21,274
DOMESTIC MAIL FEES 2/	149,740	2.36	142,814	156,666
TOTAL FIRST-CLASS	33,861,187	0.20	33,728,451	33,993,922
PRIORITY MAIL <u>1</u> /	4,186,416			
DOMESTIC MAIL FEES 2/	941	6.33		•
TOTAL PRIORITY <u>1</u> /	4,187,358	1.09	4,097,899	4,276,816
EXPRESS MAIL	854,530	N/C <u>5</u> /		
MAII ODAMO	1.070			
MAILGRAMS	1,678	N/C		
PERIODICALS MAIL:				
IN-COUNTY 3/	79,302	2.56	75,323	83,281
OUTSIDE COUNTY:	,		,	,
REGULAR <u>1</u> /	1,643,645	0.16	1,638,490	1,648,799
SPECIAL NONPROFIT 3/	317,027		312,988	321,065
CLASSROOM 3/	12,229	0.00	12,229	
DOMESTIC MAIL FEES 2/	20,082	3.86	18,562	21,601
TOTAL PERIODICALS 1/	2,072,285		2,070,660	2,073,909
STANDARD MAIL (A):				
SINGLE-PIECE 2/	123,859	5.69	110,045	137,672
REGULAR - NONAUTO PRESORT 3/	1,927,930		1,901,101	1,954,759
REGULAR - AUTO PRESORT 3/	5,263,923			
ENHANCED CARRIER ROUTE_3/	4,945,801	0.45		4,989,423
NONPROFIT - NONAUTO PRESORT 3/	486,447	1.00		495,981
NONPROFIT - AUTO PRESORT 3/	665,081	0.52	658,302	671,859
NONPROFIT ENHANCED CARRIER ROUTE 3/	211,744	1.44	205,768	217,720
DOMESTIC MAILING FEES 2/	76,958			
TOTAL STANDARD MAIL (A) 1/	13,701,742			
OTANDADD MAIL (D)				
STANDARD MAIL (B):	047.045	0.00	020.050	DEE DOO
PARCEL POST 1/	947,945			965,039
BOUND PRINTED MATTER 1/	427,827		421,035	434,619
SPECIAL STANDARD 2/	330,301	2.88		348,946
LIBRARY MAIL 2/	45,684	3.04		48,406
DOMESTIC MAIL FEES 2/	2,506	7.81	2,123	2,890
TOTAL STANDARD MAIL (B) <u>1</u> /	1,754,264	0.88	1,724,007	1,784,522

# TABLE 1 (CONTINUED) FISCAL YEAR 1998 REVENUE ESTIMATES AND ASSOCIATED CONFIDENCE LIMITS

SERVICE CATEGORY	REVENUE (\$1,000s)	C.V. 4/ OF ESTIMATE PERCENT 5/	CONFIDENCE	UPPER 95% CONFIDENCE LIMIT 6/
				. <del></del>
U.S. POSTAL SERVICE MAIL				
FREE MAIL FOR THE BLIND AND HANDICAPPED				
TOTAL DOMESTIC MAIL	56,433,042	N/C		
TOTAL INTERNATIONAL MAIL	1,599,838	N/C		
TOTAL ALL MAIL	58,032,880	N/C		
SPECIAL AND OTHER SERVICES:				
REGISTERED 2/	89,221			
INSURANCE 2/	72,547		•	•
COLLECT ON DELIVERY 2/	17,829		•	•
CERTIFIED 2/	385,745		355,125	•
RETURN RECEIPTS 2/	262,058 1		,-	,
SPECIAL DELIVERY <u>2</u> / MONEY ORDERS	178,942			3
SUBTOTAL	1,006,343			1,055,851
OUT, MONEY ORDERS TAKEN INTO REVENUE	31,177		•	1,000,001
STAMPED ENVELOPES	17,440			
BOX RENTS	617,434			
	1,672,395			
TOTAL MAIL & SPECIAL SERVICES	59,705,275	N/C		
OTHER INCOME	486,982	N/C		
TOTAL INCOME	60,192,256	N/C		

<sup>1/</sup> COMBINED DRPW AND BRPW (INCLUDES OTHER SOURCE DATA IF ANY)

<sup>2/</sup> DRPW (INCLUDES OTHER SOURCE DATA IF ANY)

<sup>3/</sup> BRPW (INCLUDES OTHER SOURCE DATA IF ANY)

<sup>4/</sup> COEFFICIENT OF VARIATION = (100 x (EST. STD. ERROR / EST. REVENUE)

<sup>5/</sup> NOT COMPUTED

<sup>6/</sup> LOWER LIMIT - EST. REVENUE - (1.97 x EST. STD. ERROR) UPPER LIMIT - EST. REVENUE + (1.97 x EST. STD. ERROR)

TABLE 2
FISCAL YEAR 1998 PIECES ESTIMATES
AND ASSOCIATED CONFIDENCE LIMITS

	PIECES	C.V. <u>4</u> / OF ESTIMATE	LOWER 95% CONFIDENCE	UPPER 95% CONFIDENCE
SERVICE CATEGORY	(1,000s)	PERCENT	LIMIT 6/	LIMIT 6/
FIRST-CLASS MAIL:				
SINGLE-PIECE LETTERS, FLATS, AND IPPS 2/	54,273,024	0.47	53,773,061	54,772,987
NONAUTO PRESORT LETTERS, FLATS, AND IPPS 1/	4,658,236			
AUTO PRESORT LETTERS AND FLATS 1/	34,696,924			
AUTO CARRIER ROUTE PRESORT LETTERS 1/	1,279,092	0.79	1,259,287	1,298,898
SINGLE-PIECE CARDS 2/	2,971,751	1.50	2,884,381	3,059,120
NONAUTO PRESORT MAILING CARDS 1/	553,662	4.95	499,945	607,378
AUTO PRESORT CARDS 1/	1,852,337	1.17	1,809,859	1,894,815
AUTO CARRIER ROUTE PRESORT CARDS 3/	149,125	0.97	146,290	151,960
DOMESTIC MAIL FEES 2/				
TOTAL FIRST-CLASS	100,434,151	0.29	99,863,283	101,005,019
PRIORITY MAIL 1/	1,174,425	1.05	1,150,256	1,198,595
DOMESTIC MAIL FEES 2/	• •			
TOTAL PRIORITY 1/	1,174,425	1.10	1,149,105	1,199,746
EXPRESS MAIL	66,244	N/C <u>5</u> /		
MAILGRAMS	4,302	N/C		
PERIODICALS MAIL:				
IN-COUNTY 3/	923,865	2.20	884,028	963,702
OUTSIDE COUNTY:	•		·	•
REGULAR 1/	7,195,166	0.19	7,168,371	7,221,961
SPECIAL NONPROFIT 3/	2,136,927	0.76	2,105,096	2,168,759
CLASSROOM 3/	60,793	0.00	60,793	60,793
DOMESTIC MAIL FEES 2/				
TOTAL PERIODICALS <u>1</u> /	10,316,751	0.17	10,282,376	10,351,127
STANDARD MAIL (A):				
SINGLE-PIECE 21	150,276	8.87	124,150	176,402
REGULAR - NONAUTO PRESORT 3/	6,952,941	0.66	6,862,998	7,042,884
REGULAR - AUTO PRESORT 3/	28,134,073	0.31	27,963,130	28,305,016
ENHANCED CARRIER ROUTE 3/	34,059,127		•	
NONPROFIT - NONAUTO PRESORT <u>3</u> /	3,719,254			
NONPROFIT - AUTO PRESORT <u>3</u> /	6,845,382	0.50	6,778,297	6,912,467
NONPROFIT ENHANCED CARRIER ROUTE 3/	2,647,088	1.59	2,564,594	2,729,582
DOMESTIC MAILING FEES 2/				
TOTAL STANDARD MAIL (A) 1/	82,508,141	0.12	82,314,082	82,702,200
STANDARD MAIL (B):				
PARCEL POST 1/	316,148	0.88	310,695	
BOUND PRINTED MATTER 1/	488,413		484,105	492,720
SPECIAL STANDARD 2/	191,093	3.73	•	
LIBRARY MAIL_2/	27,728	3.39	25,886	29,571
DOMESTIC MAIL FEES 2/				
TOTAL STANDARD MAIL (B) 1/	1,023,382	1.50	993,294	1,053,469

#### TABLE 2 (CONTINUED) FISCAL YEAR 1998 PIECES ESTIMATES AND ASSOCIATED CONFIDENCE LIMITS

SERVICE CATEGORY	PIECES (1,000s)	C.V. <u>4</u> / OF ESTIMATE PERCENT <u>5</u> /	LOWER 95% CONFIDENCE LIMIT <u>6</u> /	
U.S. POSTAL SERVICE MAIL	380,103	2.52	361,329	398,877
FREE MAIL FOR THE BLIND AND HANDICAPPED	53,169		·	
TOTAL DOMESTIC MAIL	195,960,669	N/C	·	·
TOTAL INTERNATIONAL MAIL	944,022			
TOTAL ALL MAIL	0 196,904,691	N/C		
SPECIAL AND OTHER SERVICES:				
REGISTERED <u>2/</u> INSURANCE <u>2/</u>	15,254 40,789	2.96	38,423	43,156
COLLECT ON DELIVERY <u>2</u> / CERTIFIED <u>2</u> /	3,845 278,298		255,824	300,771
RETURN RECEIPTS <u>2/</u> SPECIAL DELIVERY <u>2/</u>	237,256 1			255,206 1
MONEY ORDERS SUBTOTAL	208,597 784,038			823,686
USPS SPECIAL SERVICE TRANSACTIONS				
REGISTERED TRANSACTIONS: CERTIFIED TRANSACTIONS	14,700 1,114	15.87	767	1,460
RETURN RECEIPTS SPECIAL DELIVERY TRANSACTIONS	1,133 0			1,734
SPECIAL HANDLING TRANSACTIONS TOTAL	4 16,952			7 17,6 <b>4</b> 9

<sup>1/</sup> COMBINED DRPW AND BRPW (INCLUDES OTHER SOURCE DATA IF ANY) 2/ DRPW (INCLUDES OTHER SOURCE DATA IF ANY)

<sup>3/</sup> BRPW (INCLUDES OTHER SOURCE DATA IF ANY)

<sup>4/</sup> COEFFICIENT OF VARIATION = (100 x (EST. STD. ERROR / EST. PIECES)

<sup>5/</sup> NOT COMPUTED

<sup>6/</sup> LOWER LIMIT - EST. PIECES - (1.97 x EST. STD. ERROR) UPPER LIMIT - EST. PIECES + (1.97 x EST. STD. ERROR)

TABLE 3
FISCAL YEAR 1998 WEIGHT ESTIMATES
AND ASSOCIATED CONFIDENCE LIMITS

	)A/EIGHT	C.V. <u>4</u> / OF	LOWER 95%	
SERVICE CATEGORY	WEIGHT (1,000s)	ESTIMATE PERCENT	LIMIT 6/	CONFIDENCE LIMIT <u>6</u> /
FIRST-CLASS MAIL:				
SINGLE-PIECE LETTERS, FLATS, AND IPPS 2/	2,589,862	0.40	2,569,557	2,610,166
NONAUTO PRESORT LETTERS, FLATS, AND IPPS 1/	188,724			
AUTO PRESORT LETTERS AND FLATS 1/	1,285,947		•	
AUTO CARRIER ROUTE PRESORT LETTERS 1/	46,628			47,496
SINGLE-PIECE CARDS 2/	18,579			19,126
NONAUTO PRESORT MAILING CARDS 1/	4,089			4,590
AUTO PRESORT CARDS 1/	16,291		*	
AUTO CARRIER ROUTE PRESORT CARDS 3/	1,226		•	1,248
DOMESTIC MAIL FEES 2/	,	•	•	,
TOTAL FIRST-CLASS	4,151,345	0.27	4,129,377	4,173,314
PRIORITY MAIL 1/	1,979,953	1.21	1,932,996	2,026,909
DOMESTIC MAIL FEES 2/		•		
TOTAL PRIORITY <u>1</u> /	1,979,953	1.21	1,932,996	2,026,909
EXPRESS MAIL	77,739	N/C <u>5</u> /		
MAILGRAMS		N/C		
PERIODICALS MAIL:				
IN-COUNTY 3/	253,938	3.67	235,672	272,204
OUTSIDE COUNTY:	•		·	·
REGULAR 1/	3,580,405	0.28	3,560,756	3,600,054
SPECIAL NONPROFIT 3/	585,102	0.45	579,941	590,262
CLASSROOM 3/	31,684	0.00	31,684	31,684
DOMESTIC MAIL FEES 2/				
TOTAL PERIODICALS 1/	4,451,129	0.31	4,424,083	4,478,174
STANDARD MAIL (A):				
SINGLE-PIECE 2/	28,032			· ·
REGULAR - NONAUTO PRESORT 3/	1,182,083			
REGULAR - AUTO PRESORT <u>3</u> /	3,400,264			
ENHANCED CARRIER ROUTE 3/	4,872,082		· · · · · · · · · · · · · · · · · · ·	
NONPROFIT - NONAUTO PRESORT 3/	239,983			
NONPROFIT - AUTO PRESORT <u>3</u> /	458,590			
NONPROFIT ENHANCED CARRIER ROUTE 3/	195,751	1.20	191,147	200,355
DOMESTIC MAILING FEES 2/				
TOTAL STANDARD MAIL (A) 1/	10,376,784	0.29	10,317,803	10,435,766
STANDARD MAIL (B):		_		:
PARCEL POST 1/	1,847,608			
BOUND PRINTED MATTER 1/	1,198,384			
SPECIAL STANDARD <u>2</u> /	308,191			
LIBRARY MAIL_2/	53,105	3.75	49,202	57,008
DOMESTIC MAIL FEES 2/				A 4 4 = A = A
TOTAL STANDARD MAIL (B) 1/	3,407,288	0.60	3,367,218	3,447,358

#### TABLE 3 (CONTINUED) **FISCAL YEAR 1998 WEIGHT ESTIMATES** AND ASSOCIATED CONFIDENCE LIMITS

SERVICE CATEGORY	WEIGHT (1,000s)	C.V. <u>4</u> / OF ESTIMATE PERCENT <u>5</u> /	LOWER 95% CONFIDENCE LIMIT <u>6</u> /	
U.S. POSTAL SERVICE MAIL	96,248	3.31	90,004	102,492
FREE MAIL FOR THE BLIND AND HANDICAPPED	27,190	4.45	24,819	29,562
TOTAL DOMESTIC MAIL	24,567,677	N/C		
TOTAL INTERNATIONAL MAIL	0 244,612 0	N/C		
TOTAL ALL MAIL	24,812,289	N/C		

<sup>1/</sup> COMBINED DRPW AND BRPW (INCLUDES OTHER SOURCE DATA IF ANY)

<sup>2/</sup> DRPW (INCLUDES OTHER SOURCE DATA IF ANY) 3/ BRPW (INCLUDES OTHER SOURCE DATA IF ANY)

<sup>4/</sup> COEFFICIENT OF VARIATION = (100 x (EST. STD. ERROR / EST. WEIGHT)

<sup>5/</sup> NOT COMPUTED

<sup>6/</sup> LOWER LIMIT - EST. WEIGHT - (1.97 x EST. STD. ERROR) UPPER LIMIT - EST. WEIGHT + (1.97 x EST. STD. ERROR)

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